

Township of Front of Yonge

Leeds-Grenville-Thousand Islands and Rideau Lakes

2022 Business Survey: Report



November 30, 2022

Survey Timeframe: October 4 – October 30, 2022

Prepared by:

United Counties of Leeds and Grenville
Economic Development Office
32 Wall Street, Suite 300, Brockville, ON

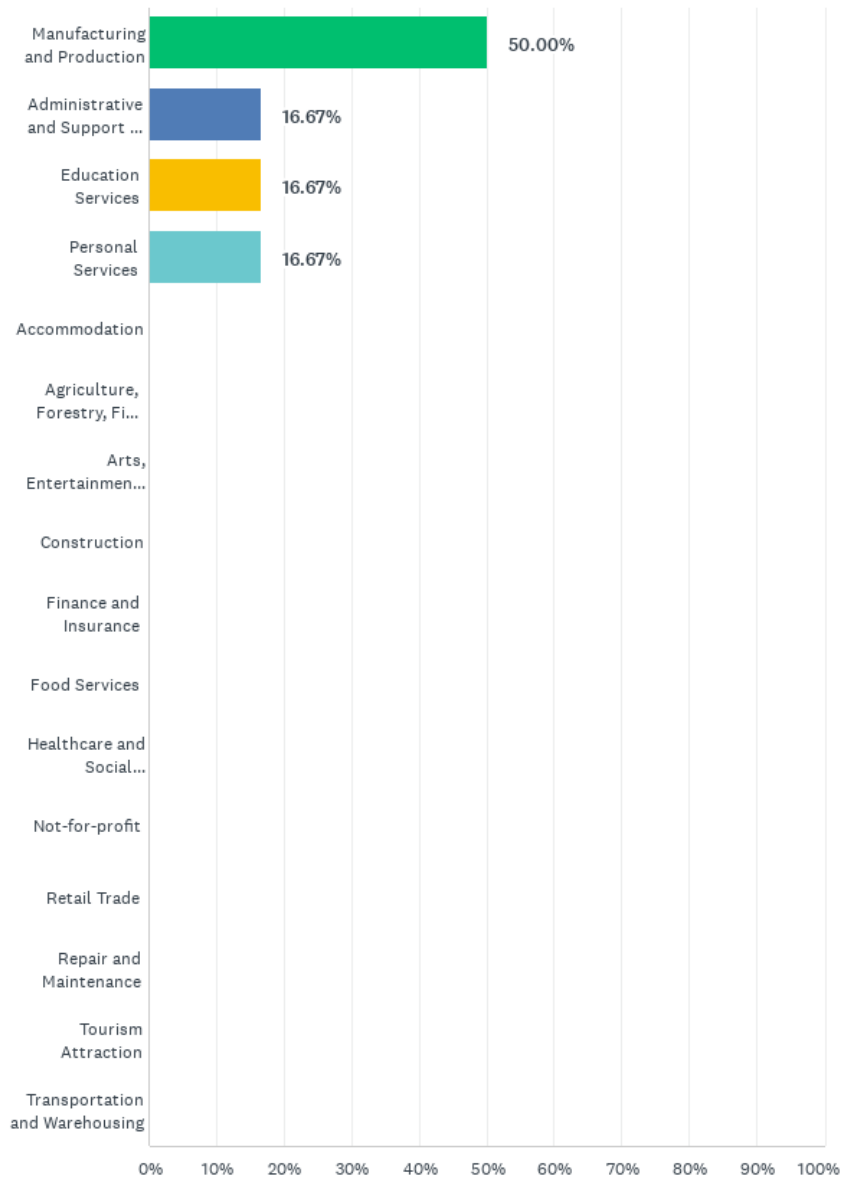


invest.leadsgrenville.com/reportsandplans

#2 What sector is your business primarily operating in?

Answered: 6

Skipped: 0



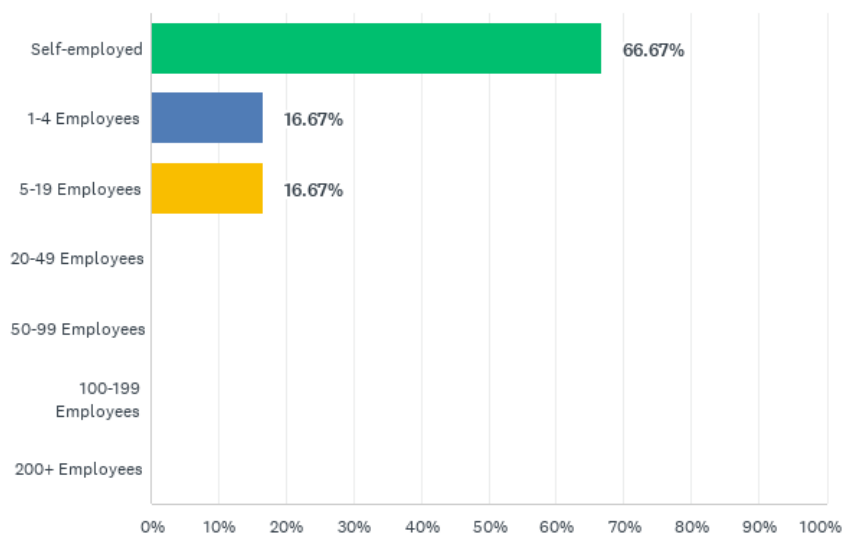
#2 continued...

ANSWER CHOICES	RESPONSES	
Manufacturing and Production	50.00%	3
Administrative and Support - Business Services	16.67%	1
Education Services	16.67%	1
Personal Services	16.67%	1
Accommodation	0.00%	0
Agriculture, Forestry, Fish and Hunting	0.00%	0
Arts, Entertainment and Recreation	0.00%	0
Construction	0.00%	0
Finance and Insurance	0.00%	0
Food Services	0.00%	0
Healthcare and Social Assistance	0.00%	0
Not-for-profit	0.00%	0
Retail Trade	0.00%	0
Repair and Maintenance	0.00%	0
Tourism Attraction	0.00%	0
Transportation and Warehousing	0.00%	0
TOTAL		6

#3 Typically, how many full-time equivalent employees does your company have?

Answered: 6

Skipped: 0



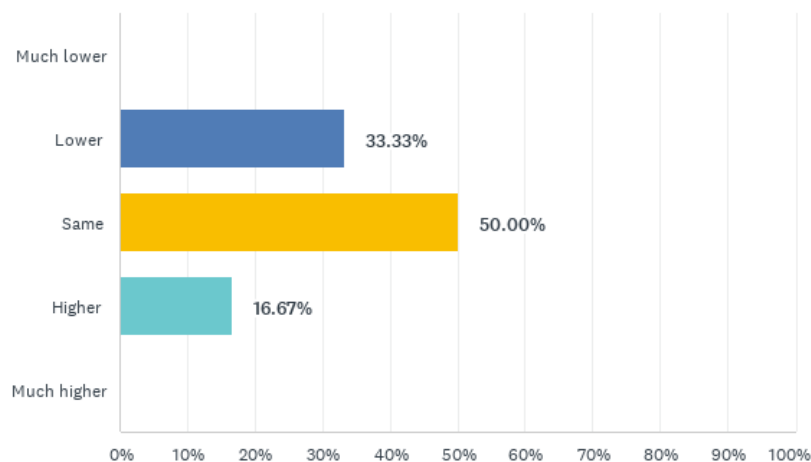
#3 continued...

ANSWER CHOICES	RESPONSES
Self-employed	66.67% 4
1-4 Employees	16.67% 1
5-19 Employees	16.67% 1
20-49 Employees	0.00% 0
50-99 Employees	0.00% 0
100-199 Employees	0.00% 0
200+ Employees	0.00% 0
TOTAL	6

#4 Where is your business activity level today, compared with pre-COVID levels?

Answered: 6

Skipped: 0

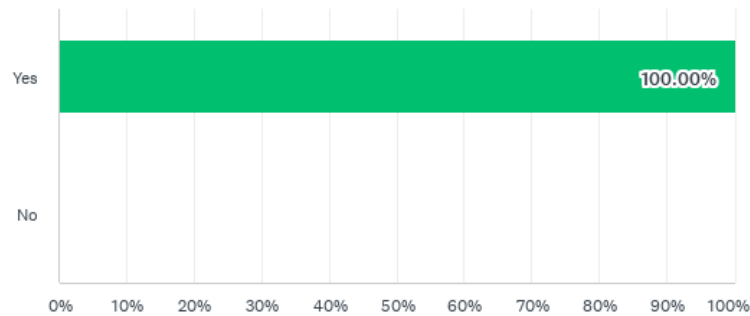


ANSWER CHOICES	RESPONSES
Much lower	0.00% 0
Lower	33.33% 2
Same	50.00% 3
Higher	16.67% 1
Much higher	0.00% 0
TOTAL	6

#5 If your business is growing, are you confident your demand levels will continue?

Answered: 4

Skipped: 2



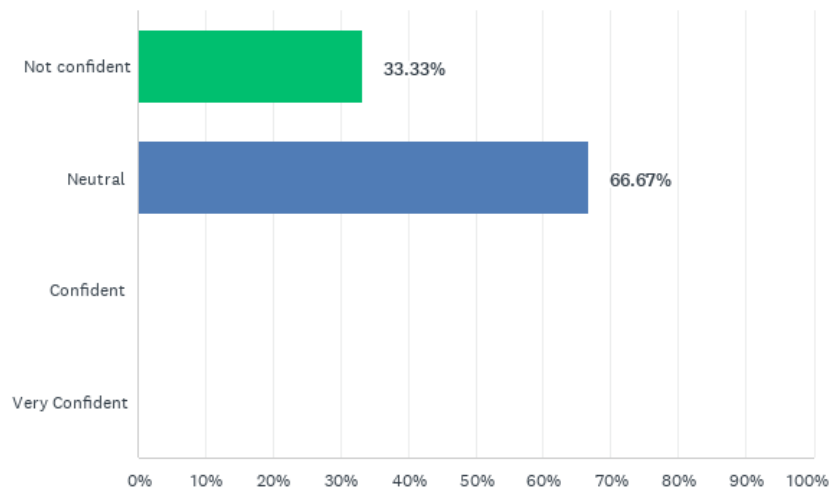
ANSWER CHOICES	RESPONSES
Yes	100.00% 4
No	0.00% 0
Total Respondents: 4	

Comments (0)

#6 How confident are you in the strength of the economy?

Answered: 6

Skipped: 0

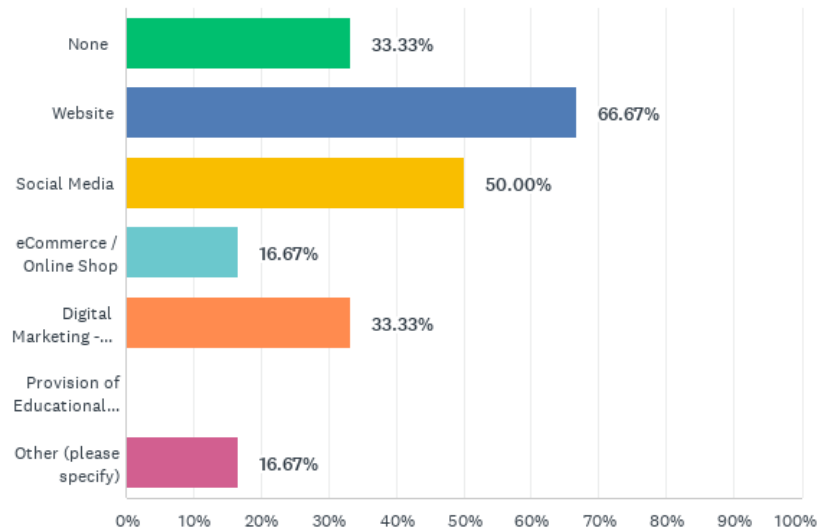


ANSWER CHOICES	RESPONSES
Not confident	33.33% 2
Neutral	66.67% 4
Confident	0.00% 0
Very Confident	0.00% 0
TOTAL	6

#7 What type of online presence does your company have? (choose all that apply)

Answered: 6

Skipped: 0

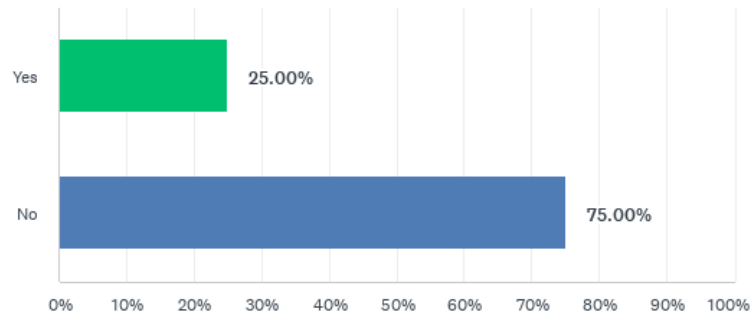


ANSWER CHOICES	RESPONSES
None	33.33% 2
Website	66.67% 4
Social Media	50.00% 3
eCommerce / Online Shop	16.67% 1
Digital Marketing - Advertising / Email	33.33% 2
Provision of Educational Webinars	0.00% 0
Other (please specify)	Responses 16.67% 1
Total Respondents: 6	

- Have presence but not real strong.

#8 Would you like to receive assistance with your online presence (website, social media, e-Commerce / online shop, digital marketing)? Please provide your contact information in #16.

Answered: 4 Skipped: 2



ANSWER CHOICES	RESPONSES
Yes	25.00% 1
No	75.00% 3
TOTAL	4

#9 Identify your biggest challenges using the rating scale for each item, with 1 being smallest and 10 being your biggest challenge.

Answered: 6 Skipped: 0

	1	2	3	4	5	6	7	8	9	10	TOTAL
Increasing product prices	16.67% 1	0.00% 0	0.00% 0	0.00% 0	16.67% 1	16.67% 1	0.00% 0	16.67% 1	16.67% 1	16.67% 1	6
Supply chain	16.67% 1	0.00% 0	0.00% 0	0.00% 0	16.67% 1	0.00% 0	0.00% 0	0.00% 0	66.67% 4	0.00% 0	6
Labour force	33.33% 2	16.67% 1	0.00% 0	16.67% 1	0.00% 0	0.00% 0	16.67% 1	0.00% 0	0.00% 0	16.67% 1	6
Changes in your product demand	0.00% 0	0.00% 0	16.67% 1	0.00% 0	16.67% 1	16.67% 1	16.67% 1	16.67% 1	16.67% 1	0.00% 0	6
Increased overhead costs	16.67% 1	0.00% 0	16.67% 1	0.00% 0	0.00% 0	0.00% 0	16.67% 1	0.00% 0	33.33% 2	16.67% 1	6
Debt servicing capacity	16.67% 1	0.00% 0	0.00% 0	0.00% 0	50.00% 3	16.67% 1	0.00% 0	0.00% 0	16.67% 1	0.00% 0	6

#10 Identify your biggest workforce challenges using the rating scale for each item, with 1 being smallest and 10 being your biggest challenge.

Answered: 6

Skipped: 0

	1	2	3	4	5	6	7	8	9	10	TOTAL
Employees returning to the workplace	83.33% 5	16.67% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	6
Ability to offer competitive wages and benefits	50.00% 3	0.00% 0	16.67% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	16.67% 1	16.67% 1	0.00% 0	6
Desire for hybrid workplace models	83.33% 5	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	16.67% 1	0.00% 0	0.00% 0	0.00% 0	6
Attraction of new employees	50.00% 3	0.00% 0	0.00% 0	16.67% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	16.67% 1	16.67% 1	6

- Retention of existing employees also challenging. Attraction of new is difficult as well as their salary expectations are too high.

#11 What should the region's focus be to address workforce shortages?

Answered: 4

Skipped: 2

- Tax incentives to hire new employees.
- Seriously don't know. The service industry has struggled to get back on track.
- Increased wages and benefits.
- Ability to tap into parents with children -ability to offer flexible daycare for part time employees.

#12 What are the 3 top areas of support that would be most helpful to your business right now?

Answered: 3

Skipped: 3

- Financial.
- Online service providers charges.
- Visibility.
- Tax breaks for hiring new employees, more access to small business grants and loans.

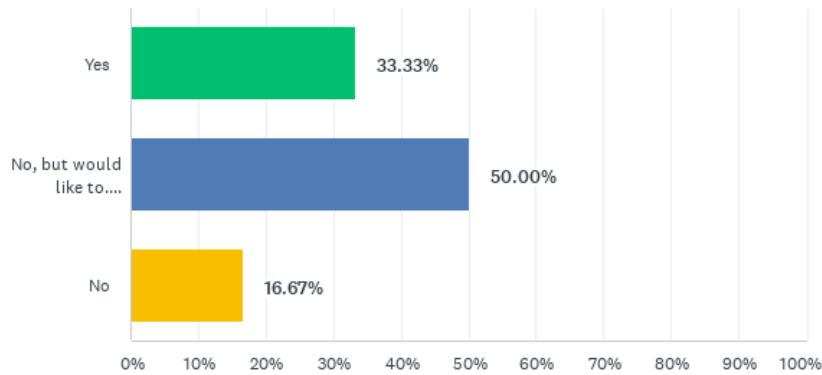
#13 What are your expectations for 2023?

Answered: 5 Skipped: 1

- Flat year.
- Increase volume of sales.
- Slow and hopefully steady.
- Another year of sales growth, increased online presence and sales.
- Would love to grow more as product demand is there but labour markets is big deterrent.

#14 Do you currently receive the Leeds Grenville business eNewsletter?

Answered: 6 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	33.33% 2
No, but would like to. (please provide your contact information in #16)	50.00% 3
No	16.67% 1
TOTAL	6

#15 Please provide any additional comments related to your business viability and your challenges as a business owner.

Answered: 3 Skipped: 3

- Lack of supports/grants to encourage investment in growth opportunities
- My biggest challenge is that people are not aware of my business. I cannot afford to advertise any more than I do now.

#16 If you would like to speak to someone regarding support available to business, or if you answered yes to question #8 or #14, please provide your contact information.

Answered: 4

Skipped: 2

ANSWER CHOICES		RESPONSES	
Contact Name	Responses	100.00%	4
Business Name	Responses	100.00%	4
Contact Number	Responses	75.00%	3
Email	Responses	100.00%	4

Additional Notes:

- Survey Timeframe: October 4, 2022 to October 30, 2022
- Survey Distribution: Businesses that were part the Counties Economic Development business directory, with active email addresses, received the survey directly. In addition, some members of Business Support Working Group distributed the survey through their membership lists and social media channels.

Business Support Working Group:

Municipalities

Athens | Augusta | Brockville | Edwardsburgh Cardinal | Elizabethtown-Kitley | Front of Yonge | Gananoque | Leeds and the Thousand Islands | Merrickville-Wolford | North Grenville | Prescott | Rideau Lakes | Westport

MP / MPP

MP Office of Leeds-Grenville-Thousand Islands and Rideau Lakes
MPP Office of Leeds-Grenville-Thousand Islands and Rideau Lakes

Community Futures Development Corporations

1000 Islands CDC | Grenville CFDC | Valley Heartland CFDC

Small Business Enterprise Centres

Leeds Grenville Small Business Centre
Small Business Advisory Centre – Smiths Falls | Lanark

Chambers of Commerce

1000 Islands Gananoque | Brockville and District | Lyndhurst, Seeley's Bay & District | Merrickville and District | North Grenville | South Grenville

BIAs

Downtown Brockville | Downtown Gananoque | Downtown Prescott | Old Town Kemptville

Employment Services

CSE Consulting | Employment and Education Centre | KEYS Job Centre

Other Business & Education Agencies

Regional Tourism Organization 9 | St. Lawrence Corridor Economic Development Commission | Eastern Ontario Workforce Innovation Board | St. Lawrence College | Kemptville Campus Education and Community Hub

THANK-YOU!

On behalf of the Business Support Working Group, I would like to thank each business who took the time to complete the survey. Members of the Working Group will be reaching out to assist businesses who indicated they would like assistance. The Working Group contact list is available on the webpage, along with any new programs and resources as they become available.

Ann Weir, Economic Development Manager
United Counties of Leeds and Grenville

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